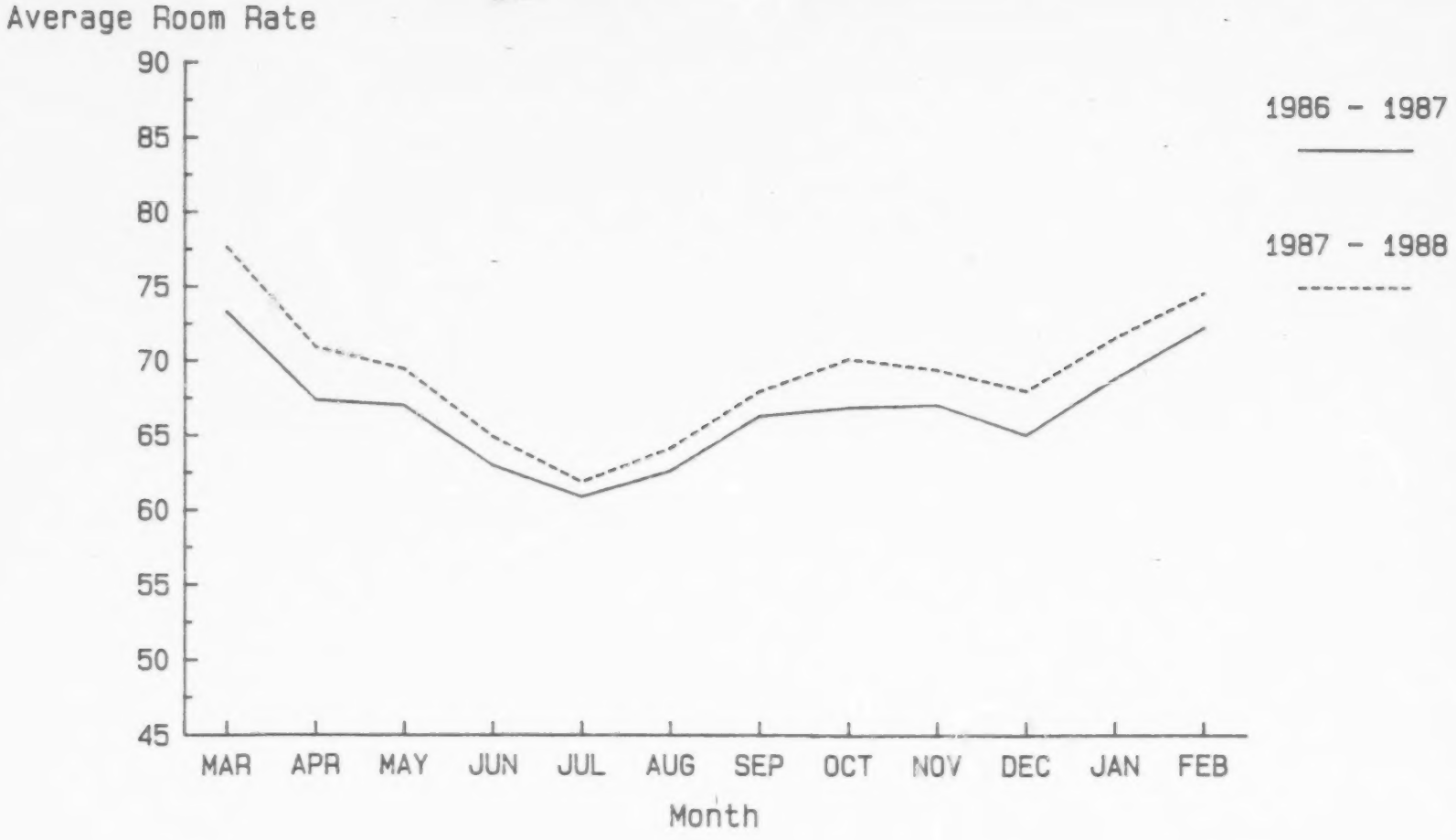
NATIONAL AVERAGE ROOM RATE
MARCH 1986 - FEBRUARY 1987
MARCH 1987 - FEBRUARY 1988



ROOMS REPORT - FEBRUARY 1988 COMPARED WITH FEBRUARY 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	67.5	68.2	58.1	59.5	$ 74.61	$ 72.31	$ 51.77	$ 49.50	$ 16.91	$ 16.17	19.8	19.8
CENSUS REGION:												
Northeast	66.1	66.3	39.7	36.9	$110.81	$105.11	$ 82.55	$ 79.67	$ 27.09	$ 25.43	24.0	23.7
North Central	56.5	58.1	39.7	38.6	56.28	55.36	45.62	45.35	14.08	13.38	21.9	21.1
South	69.3	69.5	65.7	69.0	69.39	67.67	46.08	43.87	13.95	13.49	17.3	17.5
West	70.6	73.5	59.4	61.2	73.19	70.78	49.34	46.93	15.99	15.51	21.0	21.2
CENSUS DIVISION:												
New England	57.2	58.9	48.5	40.3	$ 82.83	$ 78.98	$ 58.55	$ 58.77	$ 21.66	$ 20.07	25.0	24.4
Middle Atlantic	68.5	68.3	38.7	36.4	116.93	110.88	85.66	82.25	28.19	26.53	23.8	23.6
South Atlantic	74.1	77.7	78.2	80.5	75.05	73.06	45.80	43.86	14.04	13.33	16.5	16.3
East North Central	59.4	60.7	41.6	40.4	60.81	60.23	51.83	51.60	15.56	13.91	20.7	18.8
East South Central	60.7	*	27.3	*	43.50	*	38.96	*	11.76	*	25.3	*
West North Central	52.9	54.7	37.6	36.6	50.04	48.60	38.52	37.90	12.64	12.84	23.6	24.4
West South Central	60.9	55.7	36.9	38.3	57.55	54.94	47.15	44.01	13.76	13.91	19.7	21.2
Mountain	70.4	72.6	62.4	64.1	68.36	65.13	46.08	43.82	15.70	16.13	21.4	22.9
Pacific	70.6	73.8	58.6	60.2	74.48	72.43	50.31	47.94	16.26	14.95	20.7	19.7
AFFILIATION:												
Chain	68.1	68.6	55.3	57.4	$ 71.71	$ 69.21	$ 50.43	$ 47.85	$ 16.01	$ 15.32	19.5	19.5
Independent	64.7	66.3	71.7	69.9	89.25	87.79	57.68	56.91	22.14	21.08	21.2	20.8
LOCATION:												
Center City	65.5	64.5	42.5	41.5	$ 89.89	$ 85.44	$ 65.67	$ 62.69	$ 21.80	$ 20.74	22.6	22.8
Suburban	63.5	63.9	46.7	50.0	58.15	56.70	40.38	38.66	13.07	12.80	21.2	21.2
Airport	75.0	73.8	31.2	32.3	59.52	58.42	49.92	48.25	11.89	11.48	18.8	18.4
Highway	63.9	66.8	81.2	85.2	46.76	45.62	29.37	27.53	10.22	10.16	18.3	19.2
Resort	73.9	76.7	92.6	92.7	95.91	93.72	53.07	52.02	15.94	15.15	15.4	15.2
SIZE:												
Under 150 Rooms	63.3	64.8	66.9	64.0	$ 48.85	$ 48.24	$ 35.05	$ 34.34	$ 13.79	$ 13.45	22.5	22.9
150 - 299 Rooms	65.9	66.8	48.4	50.3	62.13	60.64	44.67	42.94	13.74	13.42	19.6	19.7
300 - 600 Rooms	67.7	67.0	58.6	61.5	81.15	78.89	51.23	49.04	15.26	14.61	18.5	18.5
Over 600 Rooms	73.5	74.8	63.7	64.5	102.10	96.56	63.95	60.30	21.84	20.52	20.7	20.5
TYPE:												
Hotel	68.8	69.0	50.9	51.5	$ 88.76	$ 86.21	$ 60.25	$ 58.19	$ 18.68	$ 17.92	20.3	20.2
Motor Hotel	65.7	66.5	63.8	67.0	47.05	46.14	31.30	29.99	9.61	9.55	18.0	18.4
Economy	61.1	64.7	87.1	83.8	50.02	46.26	37.55	33.91	17.44	14.48	23.5	22.7
All Suites	72.1	72.6	92.4	99.9	91.72	88.57	49.38	45.50	16.22	15.67	15.6	15.6

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF FEBRUARY 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	61.6	62.4	36.9	37.9	$ 73.37	$ 70.85	$ 51.23	$ 48.90	$ 17.56	$ 16.82	20.9	20.9
CENSUS REGION:												
Northeast	61.6	62.8	39.3	37.0	$109.01	$102.93	$ 81.86	$ 78.10	$ 27.21	$ 25.42	24.5	24.2
North Central	51.7	53.0	37.7	36.2	54.09	52.84	43.75	43.15	14.13	13.52	22.8	22.3
South	63.1	63.0	64.8	67.9	67.72	65.88	45.18	42.98	14.72	14.23	18.6	18.7
West	64.1	67.4	37.7	37.7	73.05	69.72	50.46	47.74	16.15	15.90	21.8	22.3
CENSUS DIVISION:												
New England	52.7	55.2	39.9	33.6	$ 80.34	$ 76.57	$ 59.87	$ 59.56	$ 21.22	$ 19.66	25.7	25.1
Middle Atlantic	64.5	65.1	39.2	37.6	116.42	109.90	85.29	80.98	28.60	26.77	24.4	24.1
South Atlantic	66.7	68.8	75.6	78.7	72.43	70.31	44.55	42.40	14.86	14.22	17.9	17.9
East North Central	54.0	55.7	39.1	37.9	57.62	56.50	49.39	48.70	16.37	14.89	22.3	20.7
East South Central	55.8	42.5	28.4	37.1	43.40	44.87	39.64	38.23	11.70	14.19	24.7	28.6
West North Central	49.0	49.9	36.5	34.6	49.75	48.30	38.32	37.66	12.41	12.45	23.4	24.0
West South Central	56.2	52.8	37.5	38.1	57.46	55.49	47.42	45.19	14.43	14.26	20.6	21.4
Mountain	65.2	68.2	57.5	59.1	67.88	63.33	49.68	46.50	16.45	18.17	21.7	25.5
Pacific	63.9	67.2	57.7	57.4	74.04	71.04	50.61	47.98	15.99	14.77	21.9	20.7
AFFILIATION:												
Chain	62.0	62.7	54.4	55.7	$ 70.23	$ 67.80	$ 49.66	$ 47.34	$ 16.76	$ 15.95	20.8	20.6
Independent	59.9	61.1	68.0	68.3	88.28	85.58	57.84	55.62	22.15	21.83	21.4	22.0
LOCATION:												
Center City	59.1	58.9	42.8	42.1	$ 88.96	$ 84.87	$ 64.88	$ 61.89	$ 22.66	$ 21.54	23.8	23.9
Suburban	59.3	59.4	48.2	49.4	58.46	57.10	40.37	39.17	13.45	13.36	21.3	21.4
Airport	69.1	68.1	30.4	32.7	57.79	56.86	48.68	46.76	12.29	11.92	19.8	19.6
Highway	58.0	61.1	73.0	74.7	46.07	44.46	30.30	28.54	11.02	10.46	20.7	20.9
Resort	67.7	69.1	90.0	91.4	94.06	91.06	52.82	50.88	16.43	15.73	16.2	16.1
SIZE:												
Under 150 Rooms	58.1	59.5	63.3	61.8	$ 47.53	$ 46.68	$ 34.29	$ 33.10	$ 14.70	$ 13.88	25.3	25.1
150 - 299 Rooms	60.0	60.2	49.1	49.3	61.53	59.83	43.39	42.03	14.43	14.31	21.1	21.5
300 - 600 Rooms	62.1	62.0	55.8	58.3	80.63	78.02	51.99	49.74	15.90	15.31	19.5	19.5
Over 600 Rooms	66.8	68.5	63.4	64.1	100.92	94.94	63.10	59.04	22.61	21.11	21.5	21.2
TYPE:												
Hotel	62.8	63.3	49.3	50.2	$ 88.17	$ 85.08	$ 60.45	$ 57.80	$ 19.29	$ 18.50	21.1	21.1
Motor Hotel	59.6	60.4	62.6	64.5	45.78	44.81	30.53	29.41	10.23	10.07	19.9	20.0
Economy	56.3	58.7	88.3	84.8	41.87	39.52	30.50	28.19	16.22	13.57	26.8	25.4
All Suites	67.1	66.9	98.2	103.4	89.50	86.64	46.23	43.24	18.07	17.59	17.9	17.9

VARIATION REPORT - FEBRUARY 1988 COMPARED WITH FEBRUARY 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.9	7.0	2.5	4.6	-3.1	10.5	2.2	3.2	-1.0	8.8	4.3	4.6	2.5
CENSUS REGION:													
Northeast	5.7	7.5	0.3	1.9	-4.0	8.9	3.6	5.4	-1.4	7.0	5.6	6.5	4.7
North Central	2.0	-0.1	1.3	3.4	-4.2	23.4	3.8	1.7	2.8	26.5	4.7	5.2	2.0
South	5.9	7.0	2.5	5.2	-4.7	8.5	1.5	2.5	-1.4	5.9	3.9	3.4	1.8
West	9.0	10.1	6.0	6.5	4.7	13.3	2.4	3.4	-1.3	14.0	2.3	3.1	1.0
CENSUS DIVISION:													
New England	5.6	6.2	-2.5	-0.8	-6.8	45.7	4.2	4.9	-2.9	44.2	6.8	7.9	4.8
Middle Atlantic	5.7	7.7	1.0	2.6	-3.2	3.3	3.5	5.5	-1.0	1.4	5.4	6.3	4.7
South Atlantic	3.1	3.7	0.7	4.1	-8.1	6.7	2.1	2.7	0.6	8.6	5.3	5.3	4.3
East North Central	2.2	-1.1	1.9	3.6	-2.8	29.4	4.3	1.0	4.8	36.8	10.6	11.9	8.8
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	1.7	1.6	0.7	3.1	-5.9	10.1	3.2	3.0	0.5	9.5	-1.7	-1.6	-5.5
West South Central	14.7	17.4	7.8	8.3	6.2	16.5	2.3	4.8	-5.3	2.6	0.7	-1.1	-3.8
Mountain	-0.7	4.0	-11.4	-10.4	-13.7	14.9	0.3	5.0	-12.2	14.7	-3.1	-2.7	-4.1
Pacific	12.4	11.7	14.5	14.0	16.1	8.2	3.5	2.8	4.3	9.8	9.8	8.8	10.2
AFFILIATION:													
Chain	6.5	7.6	3.0	4.5	-1.0	11.1	2.6	3.6	-0.8	9.0	4.5	4.5	2.3
Independent	3.7	4.7	0.7	4.8	-9.9	8.7	0.8	1.7	-0.7	9.3	4.2	5.0	4.2
LOCATION:													
Center City	9.6	11.6	3.9	5.4	-0.3	13.4	3.4	5.2	-1.6	9.9	5.3	5.1	3.1
Suburban	9.0	9.2	7.4	10.0	0.4	15.3	2.4	2.6	-0.2	11.6	2.6	2.1	1.4
Airport	6.7	6.3	6.9	9.3	0.9	11.9	2.2	1.9	3.0	8.4	-0.9	3.6	-1.8
Highway	5.0	5.1	5.4	4.8	7.1	1.4	2.4	2.5	2.9	1.8	-0.4	0.6	-2.5
Resort	0.3	1.1	-2.9	0.1	-10.6	7.2	1.6	2.3	-1.4	9.3	5.8	5.2	4.7
SIZE:													
Under 150 Rooms	2.4	4.2	-8.1	-1.8	-21.8	9.6	-0.5	1.3	-6.7	12.3	1.7	2.5	1.3
150 - 299 Rooms	5.5	7.1	1.8	2.8	-0.9	3.7	0.9	2.5	-2.1	1.2	3.2	2.4	1.0
300 - 600 Rooms	9.4	9.9	7.2	9.3	1.1	15.0	2.4	2.9	-0.6	10.6	4.3	4.4	1.7
Over 600 Rooms	3.8	5.0	-0.7	1.1	-5.5	10.5	4.5	5.7	0.7	11.4	5.2	6.4	4.5
TYPE:													
Hotel	5.9	7.0	2.5	4.7	-3.7	11.7	1.9	3.0	-1.0	9.4	3.7	4.2	1.5
Motor Hotel	4.6	5.1	2.8	4.6	-1.9	5.0	1.5	2.0	-0.7	3.7	2.6	0.6	4.4
Economy	9.7	11.0	5.9	4.4	9.3	0.1	6.9	8.1	11.7	7.2	18.4	20.4	*
All Suites	7.2	8.7	0.9	1.8	-1.3	11.0	2.2	3.6	-5.6	7.8	6.8	3.5	8.8

* Insufficient Response

YEAR TO DATE VARIATION REPORT - AS OF FEBRUARY 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.1	6.0	2.0	3.4	-1.6	9.5	2.6	3.6	0.4	9.1	4.7	4.4	2.9
CENSUS REGION:													
Northeast	3.6	4.7	-0.6	0.6	-3.9	10.1	4.8	5.9	0.4	11.2	6.8	7.0	5.7
North Central	2.1	0.7	2.3	4.0	-2.4	13.8	3.8	2.4	3.9	15.3	5.3	4.5	5.0
South	5.5	6.6	2.3	4.0	-2.4	8.2	1.8	2.8	-0.4	6.6	3.8	3.4	1.2
West	7.8	8.9	5.0	5.0	5.2	12.5	3.8	4.8	1.3	14.9	3.1	1.6	3.3
CENSUS DIVISION:													
New England	3.1	1.7	-0.8	0.6	-4.3	36.6	6.3	4.9	2.2	39.6	5.7	7.9	5.2
Middle Atlantic	3.7	5.3	-0.6	0.6	-3.8	5.0	4.4	5.9	-	5.7	6.9	6.8	5.9
South Atlantic	4.1	4.9	1.4	3.6	-4.5	8.2	2.3	3.0	1.0	9.6	4.1	4.5	2.1
East North Central	2.4	-	3.8	5.6	-1.0	14.9	4.4	2.0	6.5	17.6	10.0	9.9	9.8
East South Central	24.1	27.2	17.3	20.6	7.6	29.1	-5.6	-3.3	-11.5	-7.5	-17.4	-17.5	-16.4
West North Central	1.8	1.7	0.7	2.3	-3.8	11.2	3.1	3.0	1.3	12.0	0.6	-0.3	0.5
West South Central	9.3	11.5	4.6	4.8	4.1	7.8	1.6	3.6	-3.1	-0.6	3.4	1.2	-0.5
Mountain	2.5	4.7	-5.2	-3.8	-8.3	19.8	5.0	7.2	-6.3	19.7	-3.4	-9.5	-2.6
Pacific	9.1	9.7	8.0	7.3	9.9	2.3	3.7	4.2	3.6	5.9	7.8	8.3	8.2
AFFILIATION:													
Chain	4.8	5.9	1.5	2.7	-1.6	8.4	2.5	3.6	-0.1	7.9	5.0	5.1	3.0
Independent	6.2	6.7	3.7	5.7	-1.7	12.6	2.7	3.2	1.9	12.4	3.1	1.5	2.6
LOCATION:													
Center City	6.5	8.5	1.4	2.3	-1.2	8.8	2.9	4.8	-1.3	8.0	6.5	5.2	4.5
Suburban	7.8	9.1	3.8	5.5	-0.9	12.8	1.2	2.4	-0.8	9.5	1.0	0.7	-0.7
Airport	4.1	4.4	2.9	4.7	-1.7	7.8	1.3	1.6	1.3	5.0	-1.2	3.1	-3.1
Highway	3.9	3.4	4.8	4.7	5.3	8.1	4.1	3.6	6.3	11.6	5.0	5.4	3.6
Resort	2.8	2.8	1.0	3.0	-4.3	9.7	3.3	3.3	1.2	10.7	4.4	4.5	3.5
SIZE:													
Under 150 Rooms	2.5	3.5	-3.4	-0.2	-10.9	9.5	0.9	1.8	0.1	13.4	8.4	5.9	4.0
150 - 299 Rooms	5.4	7.5	0.9	1.9	-1.7	3.4	0.9	2.8	-2.7	1.4	1.3	0.8	-1.4
300 - 600 Rooms	8.1	8.5	6.0	7.5	1.6	15.5	3.0	3.3	1.0	12.6	4.2	3.9	2.1
Over 600 Rooms	2.6	3.5	-0.7	0.2	-3.3	8.1	5.4	6.3	2.6	10.4	6.8	7.1	6.5
TYPE:													
Hotel	4.8	5.9	1.5	2.9	-2.3	10.3	2.6	3.6	0.4	9.5	4.4	4.3	2.6
Motor Hotel	4.0	4.0	3.7	5.2	-0.3	5.6	2.2	2.2	2.0	5.9	3.1	1.6	3.3
Economy	7.6	8.5	7.2	6.1	9.9	-9.0	5.0	5.9	7.0	-3.2	17.6	19.5	18.7
All Suites	9.8	10.7	5.7	6.6	3.3	12.2	2.4	3.3	-3.9	6.8	4.5	2.7	5.3

- No Change

TREND REPORT FEBRUARY 1988 COMPARED WITH FEBRUARY 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	5.9	7.0	2.5	10.5	67.5	-1.0	58.1	-2.4	$ 74.61	3.2	$111.08	2.2
CENSUS REGION:												
Northeast	5.7	7.5	0.3	8.9	66.1	-0.3	39.7	7.6	$110.81	5.4	$164.43	3.6
North Central	2.0	-0.1	1.3	23.4	56.5	-2.8	39.7	2.8	56.28	1.7	94.02	3.8
South	5.9	7.0	2.5	8.5	69.3	-0.3	65.7	-4.8	69.39	2.5	102.02	1.5
West	9.0	10.1	6.0	13.3	70.6	-3.9	59.4	-2.9	73.19	3.4	107.95	2.4
CENSUS DIVISION:												
New England	5.6	6.2	-2.5	45.7	57.2	-2.9	48.5	20.3	$ 82.83	4.9	$141.57	4.2
Middle Atlantic	5.7	7.7	1.0	3.3	68.5	0.3	38.7	6.3	116.93	5.5	169.43	3.5
South Atlantic	3.1	3.7	0.7	6.7	74.1	-4.6	78.2	-2.9	75.05	2.7	111.14	2.1
East North Central	2.2	-1.1	1.9	29.4	59.4	-2.1	41.6	3.0	60.81	1.0	99.14	4.3
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	1.7	1.6	0.7	10.1	52.9	-3.3	37.6	2.7	50.04	3.0	86.97	3.2
West South Central	14.7	17.4	7.8	16.5	60.9	9.3	36.9	-3.7	57.55	4.8	82.83	2.3
Mountain	-0.7	4.0	-11.4	14.9	70.4	-3.0	62.4	-2.7	68.36	5.0	122.39	0.3
Pacific	12.4	11.7	14.5	8.2	70.6	-4.3	58.6	-2.7	74.48	2.8	104.10	3.5
AFFILIATION:												
Chain	6.5	7.6	3.0	11.1	68.1	-0.7	55.3	-3.7	$ 71.71	3.6	$105.32	2.6
Independent	3.7	4.7	0.7	8.7	64.7	-2.4	71.7	2.6	89.25	1.7	140.10	0.8
LOCATION:												
Center City	9.6	11.6	3.9	13.4	65.5	1.6	42.5	2.4	$ 89.89	5.2	$133.20	3.4
Suburban	9.0	9.2	7.4	15.3	63.5	-	46.7	-6.6	58.15	2.6	85.27	2.4
Airport	6.7	6.3	6.9	11.9	75.0	1.6	31.2	-3.4	59.52	1.9	87.67	2.2
Highway	5.0	5.1	5.4	1.4	63.9	-4.3	81.2	-4.7	46.76	2.5	62.83	2.4
Resort	0.3	1.1	-2.9	7.2	73.9	-3.7	92.6	-0.1	95.91	2.3	150.71	1.6
SIZE:												
Under 150 Rooms	2.4	4.2	-8.1	9.6	63.3	-2.3	66.9	4.5	$ 48.85	1.3	$ 59.06	-0.5
150 - 299 Rooms	5.5	7.1	1.8	3.7	65.9	-1.3	48.4	-3.8	62.13	2.5	90.43	0.9
300 - 600 Rooms	9.4	9.9	7.2	15.0	67.7	1.0	58.6	-4.7	81.15	2.9	127.92	2.4
Over 600 Rooms	3.8	5.0	-0.7	10.5	73.5	-1.7	63.7	-1.2	102.10	5.7	156.01	4.5
TYPE:												
Hotel	5.9	7.0	2.5	11.7	68.8	-0.3	50.9	-1.2	$ 88.76	3.0	$139.11	1.9
Motor Hotel	4.6	5.1	2.8	5.0	65.7	-1.2	63.8	-4.8	47.05	2.0	61.56	1.5
Economy	9.7	11.0	5.9	0.1	61.1	-5.6	87.1	3.9	50.02	8.1	61.56	6.9
All Suites	7.2	8.7	0.9	11.0	72.1	-0.7	92.4	-7.5	91.72	3.6	124.31	2.2

- No Change
* Insufficient Response

YEAR TO DATE TREND REPORT - AS OF FEBRUARY 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	5.1	6.0	2.0	9.5	61.6	-1.3	56.9	-1.7	$ 73.37	3.6	$110.88	2.6
CENSUS REGION:												
Northeast	3.6	4.7	-0.6	10.1	61.6	-1.9	39.3	6.2	$109.01	5.9	$165.18	4.8
North Central	2.1	0.7	2.3	13.8	51.7	-2.5	37.7	4.1	54.09	2.4	91.88	3.8
South	5.5	6.6	2.3	8.2	63.1	0.2	64.8	-4.6	67.72	2.8	101.56	1.8
West	7.8	8.9	5.0	12.5	64.1	-4.9	57.7	-	73.05	4.8	106.49	3.8
CENSUS DIVISION:												
New England	3.1	1.7	-0.8	36.6	52.7	-4.5	39.9	18.8	$ 80.34	4.9	$139.82	6.3
Middle Atlantic	3.7	5.3	-0.6	5.0	64.5	-0.9	39.2	4.3	116.42	5.9	171.73	4.4
South Atlantic	4.1	4.9	1.4	8.2	66.7	-3.1	75.6	-3.9	72.43	3.0	109.11	2.3
East North Central	2.4	-	3.8	14.9	54.0	-3.1	39.1	3.2	57.62	2.0	95.03	4.4
East South Central	24.1	27.2	17.3	25.1	55.8	31.3	28.4	-23.5	43.40	-3.3	63.74	-5.6
West North Central	1.8	1.7	0.7	11.2	49.0	-1.8	36.5	5.5	49.75	3.0	88.01	3.1
West South Central	9.3	11.5	4.6	7.8	56.2	6.4	37.5	-1.6	57.46	3.6	85.08	1.6
Mountain	2.5	4.7	-5.2	19.8	65.2	-4.4	57.5	-2.7	67.88	7.2	117.84	5.0
Pacific	9.1	9.7	8.0	2.3	63.9	-4.9	57.7	0.5	74.04	4.2	104.31	3.7
AFFILIATION:												
Chain	4.8	5.9	1.5	8.4	62.0	-1.1	54.4	-2.3	$ 70.23	3.6	$104.47	2.5
Independent	6.2	6.7	3.7	12.6	59.9	-2.0	68.0	-0.4	88.28	3.2	141.35	2.7
LOCATION:												
Center City	6.5	8.5	1.4	8.8	59.1	0.3	42.8	1.7	$ 88.96	4.8	$133.86	2.9
Suburban	7.8	9.1	3.8	12.8	59.3	-0.2	48.2	-2.4	58.46	2.4	86.70	1.2
Airport	4.1	4.4	2.9	7.8	69.1	1.5	30.4	-7.0	57.79	1.6	86.60	1.3
Highway	3.9	3.4	4.8	8.1	58.0	-5.1	73.0	-2.3	46.07	3.6	63.09	4.1
Resort	2.8	2.8	1.0	9.7	67.7	-2.0	90.0	-1.5	94.06	3.3	150.34	3.3
SIZE:												
Under 150 Rooms	2.5	3.5	-3.4	9.5	58.1	-2.4	63.3	2.4	$ 47.53	1.8	$ 58.29	0.9
150 - 299 Rooms	5.4	7.5	0.9	3.4	60.0	-0.3	49.1	-0.4	61.53	2.8	91.14	0.9
300 - 600 Rooms	8.1	8.5	6.0	15.5	62.1	0.2	55.8	-4.3	80.63	3.3	129.04	3.0
Over 600 Rooms	2.6	3.5	-0.7	8.1	66.8	-2.5	63.4	-1.1	100.92	6.3	156.88	5.4
TYPE:												
Hotel	4.8	5.9	1.5	10.3	62.8	-0.8	49.3	-1.8	$ 88.17	3.6	$140.32	2.6
Motor Hotel	4.0	4.0	3.7	5.6	59.6	-1.3	62.6	-2.9	45.78	2.2	60.68	2.2
Economy	7.6	8.5	7.2	-9.0	56.3	-4.1	88.3	4.1	41.87	5.9	48.75	5.0
All Suites	9.8	10.7	5.7	12.2	67.1	0.3	98.2	-5.0	89.50	3.3	122.93	2.4

- No Change

FOOD AND BEVERAGE REPORT - FEBRUARY 1988 COMPARED WITH FEBRUARY 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 41.66	$ 42.06	$ 11.54	$ 11.12	0.31	0.32	0.22	0.22	48.6	46.9	$ 7.78	$ 7.42	1.5
CENSUS REGION:													
Northeast	$ 46.01	$ 46.68	$ 14.97	$ 14.85	0.31	0.30	0.23	0.23	62.3	58.7	$ 12.82	$ 12.21	1.3
North Central	42.67	41.51	10.82	10.18	0.32	0.32	0.21	0.21	45.7	45.9	6.73	6.55	-0.3
South	38.08	38.62	10.73	10.17	0.31	0.32	0.22	0.22	43.5	42.4	6.32	6.00	-0.3
West	51.45	52.15	11.44	11.06	0.33	0.34	0.21	0.21	49.0	45.7	7.49	7.37	10.0
CENSUS DIVISION:													
New England	$ 54.00	$ 55.59	$ 12.08	$ 12.72	0.34	0.35	0.31	0.31	61.0	56.6	$ 10.66	$ 10.71	4.3
Middle Atlantic	44.35	44.79	15.64	15.33	0.30	0.29	0.21	0.20	62.7	59.3	13.33	12.56	0.7
South Atlantic	40.76	40.50	11.17	10.56	0.31	0.32	0.22	0.22	41.8	40.6	6.30	5.96	-1.9
East North Central	44.00	41.99	11.23	10.78	0.33	0.33	0.20	0.21	47.3	46.3	7.92	7.44	-1.7
East South Central	29.59	31.28	8.20	6.35	0.28	0.33	0.24	0.25	27.3	29.3	*	*	-1.5
West North Central	41.13	40.94	9.61	9.57	0.31	0.32	0.22	0.21	43.8	45.4	5.52	5.62	1.2
West South Central	32.05	33.83	9.80	9.35	0.32	0.31	0.21	0.21	48.6	48.2	6.45	6.19	3.6
Mountain	57.28	65.26	13.62	13.37	0.33	0.36	0.20	0.20	48.1	44.0	7.97	7.67	1.9
Pacific	49.55	47.49	11.07	10.63	0.32	0.32	0.22	0.22	50.9	49.3	7.10	7.10	11.5
AFFILIATION:													
Chain	$ 37.80	$ 38.10	$ 11.04	$ 10.70	0.31	0.31	0.22	0.22	48.6	46.8	$ 7.55	$ 7.22	2.4
Independent	63.58	64.02	13.80	12.92	0.32	0.33	0.22	0.22	48.8	47.6	8.93	8.33	-2.5
LOCATION:													
Center City	$ 40.63	$ 41.30	$ 12.65	$ 12.49	0.31	0.30	0.22	0.22	58.5	56.2	$ 10.22	$ 9.79	3.7
Suburban	39.48	39.56	9.71	9.28	0.32	0.32	0.24	0.23	45.9	45.2	6.33	6.08	3.3
Airport	33.80	32.81	9.87	9.28	0.31	0.33	0.22	0.21	42.4	43.7	5.48	5.46	2.9
Highway	29.89	29.05	8.77	8.12	0.32	0.33	0.22	0.22	40.2	42.5	4.37	4.34	-3.7
Resort	53.90	54.64	12.79	12.16	0.32	0.33	0.21	0.21	40.5	38.0	6.56	6.09	-1.6
SIZE:													
Under 150 Rooms	$ 37.11	$ 39.76	$ 8.17	$ 8.04	0.37	0.36	0.25	0.26	42.5	41.1	$ 4.57	$ 4.33	-4.2
150 - 299 Rooms	34.60	35.34	10.02	9.95	0.33	0.33	0.23	0.23	46.1	44.2	6.33	6.08	1.0
300 - 600 Rooms	43.67	43.95	11.50	11.07	0.31	0.32	0.23	0.23	46.6	45.8	7.29	7.05	4.6
Over 600 Rooms	46.47	46.16	13.59	12.80	0.30	0.31	0.19	0.19	53.0	50.5	10.30	9.59	-1.5
TYPE:													
Hotel	$ 46.28	$ 46.73	$ 11.84	$ 11.33	0.31	0.32	0.21	0.21	50.2	48.9	$ 8.21	$ 7.83	1.1
Motor Hotel	23.26	23.42	7.88	7.77	0.34	0.35	0.24	0.24	39.1	37.4	4.03	4.01	4.1
Economy	46.50	41.63	*	*	*	*	*	*	*	*	*	*	-16.6
All Suites	47.33	50.13	14.47	15.13	0.32	0.32	0.25	0.24	38.6	35.0	7.88	7.32	5.6

* Insufficient Response

YEAR TO DATE TREND REPORT - AS OF FEBRUARY 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	5.1	6.0	2.0	9.5	61.6	-1.3	56.9	-1.7	$ 73.37	3.6	$110.88	2.6
CENSUS REGION:												
Northeast	3.6	4.7	-0.6	10.1	61.6	-1.9	39.3	6.2	$109.01	5.9	$165.18	4.8
North Central	2.1	0.7	2.3	13.8	51.7	-2.5	37.7	4.1	54.09	2.4	91.88	3.8
South	5.5	6.6	2.3	8.2	63.1	0.2	64.8	-4.6	67.72	2.8	101.56	1.8
West	7.8	8.9	5.0	12.5	64.1	-4.9	57.7	-	73.05	4.8	106.49	3.8
CENSUS DIVISION:												
New England	3.1	1.7	-0.8	36.6	52.7	-4.5	39.9	18.8	$ 80.34	4.9	$139.82	6.3
Middle Atlantic	3.7	5.3	-0.6	5.0	64.5	-0.9	39.2	4.3	116.42	5.9	171.73	4.4
South Atlantic	4.1	4.9	1.4	8.2	66.7	-3.1	75.6	-3.9	72.43	3.0	109.11	2.3
East North Central	2.4	-	3.8	14.9	54.0	-3.1	39.1	3.2	57.62	2.0	95.03	4.4
East South Central	24.1	27.2	17.3	25.1	55.8	31.3	28.4	-23.5	43.40	-3.3	63.74	-5.6
West North Central	1.8	1.7	0.7	11.2	49.0	-1.8	36.5	5.5	49.75	3.0	88.01	3.1
West South Central	9.3	11.5	4.6	7.8	56.2	6.4	37.5	-1.6	57.46	3.6	85.08	1.6
Mountain	2.5	4.7	-5.2	19.8	65.2	-4.4	57.5	-2.7	67.88	7.2	117.84	5.0
Pacific	9.1	9.7	8.0	2.3	63.9	-4.9	57.7	0.5	74.04	4.2	104.31	3.7
AFFILIATION:												
Chain	4.8	5.9	1.5	8.4	62.0	-1.1	54.4	-2.3	$ 70.23	3.6	$104.47	2.5
Independent	6.2	6.7	3.7	12.6	59.9	-2.0	68.0	-0.4	88.28	3.2	141.35	2.7
LOCATION:												
Center City	6.5	8.5	1.4	8.8	59.1	0.3	42.8	1.7	$ 88.96	4.8	$133.86	2.9
Suburban	7.8	9.1	3.8	12.8	59.3	-0.2	48.2	-2.4	58.46	2.4	86.70	1.2
Airport	4.1	4.4	2.9	7.8	69.1	1.5	30.4	-7.0	57.79	1.6	86.60	1.3
Highway	3.9	3.4	4.8	8.1	58.0	-5.1	73.0	-2.3	46.07	3.6	63.09	4.1
Resort	2.8	2.8	1.0	9.7	67.7	-2.0	90.0	-1.5	94.06	3.3	150.34	3.3
SIZE:												
Under 150 Rooms	2.5	3.5	-3.4	9.5	58.1	-2.4	63.3	2.4	$ 47.53	1.8	$ 58.29	0.9
150 - 299 Rooms	5.4	7.5	0.9	3.4	60.0	-0.3	49.1	-0.4	61.53	2.8	91.14	0.9
300 - 600 Rooms	8.1	8.5	6.0	15.5	62.1	0.2	55.8	-4.3	80.63	3.3	129.04	3.0
Over 600 Rooms	2.6	3.5	-0.7	8.1	66.8	-2.5	63.4	-1.1	100.92	6.3	156.88	5.4
TYPE:												
Hotel	4.8	5.9	1.5	10.3	62.8	-0.8	49.3	-1.8	$ 88.17	3.6	$140.32	2.6
Motor Hotel	4.0	4.0	3.7	5.6	59.6	-1.3	62.6	-2.9	45.78	2.2	60.68	2.2
Economy	7.6	8.5	7.2	-9.0	56.3	-4.1	88.3	4.1	41.87	5.9	48.75	5.0
All Suites	9.8	10.7	5.7	12.2	67.1	0.3	98.2	-5.0	89.50	3.3	122.93	2.4

- No Change

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF FEBRUARY 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 43.18	$ 43.00	$ 11.64	$ 11.20	0.32	0.32	0.22	0.22	49.9	48.6	$ 8.18	$ 7.81	-0.6
CENSUS REGION:													
Northeast	$ 49.34	$ 49.13	$ 14.49	$ 14.48	0.31	0.31	0.22	0.22	60.7	57.6	$ 12.53	$ 12.04	0.1
North Central	44.10	42.46	9.96	9.73	0.33	0.33	0.21	0.22	47.9	47.1	6.60	6.35	0.1
South	39.22	39.36	11.13	10.54	0.32	0.33	0.22	0.22	45.3	44.9	6.99	6.65	-1.8
West	51.33	50.69	11.36	10.80	0.33	0.33	0.21	0.22	49.8	47.3	7.99	7.62	2.6
CENSUS DIVISION:													
New England	$ 56.01	$ 54.79	$ 12.34	$ 12.55	0.35	0.36	0.26	0.27	59.8	57.5	$ 10.95	$ 10.80	-0.2
Middle Atlantic	47.71	47.71	15.07	15.01	0.30	0.30	0.21	0.20	61.0	57.6	12.95	12.37	0.2
South Atlantic	41.49	41.06	11.61	11.02	0.32	0.33	0.22	0.22	43.5	43.4	6.94	6.73	-1.9
East North Central	45.00	42.27	10.65	10.16	0.34	0.33	0.21	0.21	50.2	48.7	8.06	7.49	-0.4
East South Central	29.19	32.99	8.04	6.59	0.31	0.35	0.24	0.26	31.8	35.3	*	*	5.0
West North Central	43.20	42.64	9.42	9.40	0.32	0.32	0.22	0.22	45.7	45.5	5.56	5.54	0.5
West South Central	33.99	35.06	10.14	9.53	0.32	0.32	0.21	0.22	50.6	49.6	7.19	6.56	-1.9
Mountain	61.69	65.85	17.48	16.00	0.31	0.34	0.20	0.20	45.6	43.9	9.83	9.33	0.2
Pacific	49.23	47.54	10.62	10.16	0.33	0.33	0.22	0.22	54.2	51.0	7.18	6.88	2.9
AFFILIATION:													
Chain	$ 39.01	$ 39.04	$ 11.08	$ 10.74	0.32	0.32	0.22	0.22	50.2	48.6	$ 7.94	$ 7.59	-0.2
Independent	65.35	64.13	14.07	13.13	0.33	0.34	0.22	0.22	48.6	48.7	9.26	8.80	-2.1
LOCATION:													
Center City	$ 43.23	$ 43.78	$ 12.66	$ 12.58	0.31	0.31	0.22	0.22	59.4	56.5	$ 10.62	$ 10.09	1.1
Suburban	40.49	40.81	9.76	9.41	0.34	0.33	0.24	0.24	46.8	46.3	6.37	6.18	-0.2
Airport	34.62	34.16	9.77	9.28	0.33	0.33	0.22	0.22	43.7	44.9	5.76	5.72	-1.0
Highway	30.53	28.72	8.73	7.87	0.34	0.35	0.22	0.22	42.7	44.5	4.75	4.47	-6.5
Resort	55.42	54.74	13.25	12.48	0.32	0.33	0.21	0.21	41.4	40.5	7.28	6.97	-0.8
SIZE:													
Under 150 Rooms	$ 40.50	$ 40.44	$ 8.56	$ 8.31	0.38	0.36	0.25	0.26	45.9	45.6	$ 5.19	$ 4.97	-3.8
150 - 299 Rooms	35.35	36.34	9.99	9.87	0.34	0.34	0.23	0.23	48.5	47.4	6.77	6.61	-0.8
300 - 600 Rooms	45.13	44.69	11.75	11.30	0.32	0.32	0.23	0.23	47.7	47.2	7.71	7.46	2.7
Over 600 Rooms	48.77	47.52	13.59	12.79	0.30	0.31	0.20	0.20	53.6	51.2	10.53	9.76	-4.1
TYPE:													
Hotel	$ 47.86	$ 47.69	$ 11.97	$ 11.48	0.32	0.32	0.21	0.22	51.4	50.2	$ 8.65	$ 8.24	-1.3
Motor Hotel	24.32	23.85	7.84	7.61	0.34	0.35	0.23	0.23	41.1	40.4	4.27	4.25	2.7
Economy	34.78	32.51	*	*	0.29	0.27	0.19	0.18	61.1	55.7	*	*	-15.9
All Suites	51.90	54.02	16.39	16.55	0.32	0.32	0.24	0.24	40.7	39.1	9.34	8.84	6.4

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF FEBRUARY 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	65.6	65.1	61.8	60.4	$ 68.56	$ 66.11	$ 45.96	$ 44.67	$ 15.64	$ 15.27	20.5	20.8
CENSUS REGION:												
Northeast	74.7	74.5	46.3	43.3	$106.74	$100.98	$ 75.13	$ 72.35	$ 23.00	$ 21.92	21.1	21.2
North Central	61.6	61.9	42.1	41.4	53.66	51.52	40.16	38.76	11.84	11.57	19.8	20.2
South	63.6	62.7	76.3	75.6	62.32	60.68	38.85	37.98	13.97	13.84	19.7	20.1
West	67.5	67.2	55.3	53.2	65.75	63.30	45.30	44.13	14.68	14.37	22.4	22.7
CENSUS DIVISION:												
New England	68.1	68.1	44.8	41.0	$ 83.37	$ 78.49	$ 58.95	$ 56.96	$ 18.46	$ 17.13	21.7	21.5
Middle Atlantic	76.4	76.1	46.5	43.6	111.92	105.93	77.37	74.46	23.93	22.89	21.0	21.2
South Atlantic	67.8	67.0	88.8	88.6	66.22	63.90	37.89	36.62	14.39	14.17	19.5	20.0
East North Central	64.1	64.1	40.8	39.6	55.84	52.84	42.88	40.84	12.44	11.99	19.5	20.0
East South Central	61.7	60.1	35.1	43.3	47.05	45.85	39.80	36.00	9.82	9.78	19.4	20.0
West North Central	57.9	58.6	44.0	44.2	49.96	49.32	36.04	35.69	11.02	11.00	20.2	20.5
West South Central	56.0	54.8	45.9	43.1	54.19	54.04	41.95	42.63	13.09	13.16	20.4	20.7
Mountain	59.4	60.9	48.2	48.2	49.75	48.27	36.69	35.84	13.49	13.49	25.4	25.9
Pacific	70.2	69.3	57.0	54.5	70.27	67.84	47.32	46.17	15.18	14.75	21.4	21.6
AFFILIATION:												
Chain	66.0	65.3	59.6	58.0	$ 66.32	$ 63.96	$ 45.16	$ 43.96	$ 14.85	$ 14.49	20.1	20.4
Independent	64.2	64.3	71.5	70.9	79.34	76.29	49.31	47.56	20.11	19.62	22.5	22.8
LOCATION:												
Center City	66.3	64.9	48.9	47.0	$ 85.95	$ 82.61	$ 60.44	$ 58.67	$ 19.07	$ 18.65	21.1	21.5
Suburban	62.8	62.5	51.4	49.8	56.62	55.18	38.13	37.60	12.27	12.14	20.4	20.6
Airport	67.1	66.3	34.9	32.8	56.16	54.96	44.05	43.73	12.00	11.71	20.5	20.6
Highway	63.7	64.5	78.0	75.9	42.98	41.87	26.33	25.96	9.79	9.42	20.5	20.7
Resort	68.3	68.0	102.4	102.1	80.92	77.05	42.31	40.42	16.29	15.79	19.2	19.6
SIZE:												
Under 150 Rooms	62.7	63.4	65.9	64.2	$ 46.46	$ 44.97	$ 31.02	$ 30.13	$ 13.10	$ 12.45	25.1	24.9
150 - 299 Rooms	63.1	62.8	55.9	53.9	57.71	56.53	38.41	38.21	13.01	12.87	20.9	21.1
300 - 600 Rooms	65.3	63.8	61.8	61.2	74.46	71.74	46.88	45.38	14.82	14.76	19.7	20.3
Over 600 Rooms	72.3	71.5	65.5	63.8	92.62	88.42	57.71	55.50	19.46	18.70	20.2	20.4
TYPE:												
Hotel	67.2	66.3	54.8	54.0	$ 82.78	$ 79.79	$ 54.75	$ 52.98	$ 17.43	$ 17.06	20.5	20.8
Motor Hotel	62.8	63.0	67.8	65.6	45.29	44.23	28.48	28.16	9.76	9.52	19.8	19.9
Economy	62.8	63.8	80.0	79.4	35.05	33.61	23.69	22.30	11.98	10.97	30.8	29.6
All Suites	68.8	65.5	118.5	114.9	79.16	75.86	38.05	37.22	16.77	16.76	19.7	20.4

TWELVE-MONTH VARIATION REPORT - AS OF FEBRUARY 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	4.6	5.6	1.7	2.9	-1.6	7.6	2.7	3.7	0.1	6.3	1.6	2.4	0.1
CENSUS REGION:													
Northeast	6.0	6.2	5.0	6.7	0.6	6.9	5.4	5.7	4.6	6.3	4.4	4.9	5.6
North Central	3.2	4.1	0.8	1.7	-1.8	7.3	3.2	4.2	0.3	6.5	2.6	2.3	1.0
South	3.5	4.8	-0.4	0.9	-3.7	8.5	1.5	2.7	-2.4	6.9	-0.1	0.9	-2.9
West	6.2	7.3	3.4	4.0	1.4	6.1	2.8	3.9	1.2	4.7	1.4	2.2	-0.3
CENSUS DIVISION:													
New England	6.0	7.3	2.2	3.6	-1.4	14.7	4.9	6.2	1.6	13.4	5.7	7.8	4.4
Middle Atlantic	5.0	6.1	5.8	7.5	1.1	5.6	5.6	5.7	5.3	5.2	4.2	4.5	5.9
South Atlantic	4.2	5.5	-0.1	1.1	-3.1	9.8	2.3	3.6	-1.6	8.9	0.1	1.6	-1.7
East North Central	5.7	6.5	3.8	4.7	1.3	6.8	4.9	5.7	1.9	4.8	3.9	3.8	3.8
East South Central	5.4	5.1	6.3	7.9	0.7	6.6	3.0	2.6	4.0	4.0	-10.1	0.4	-22.4
West North Central	-1.0	-0.1	-3.8	-2.7	-6.8	8.4	0.4	1.3	-2.0	9.7	0.5	0.2	-3.1
West South Central	1.6	2.7	-1.4	0.3	-5.6	3.2	-0.8	0.3	-4.5	0.2	-0.1	-0.5	-5.4
Mountain	1.7	1.2	0.9	2.6	-3.4	11.7	3.6	3.1	0.8	10.3	-0.7	-	-1.5
Pacific	7.2	8.6	4.0	4.4	2.8	4.4	2.2	3.6	1.3	3.0	2.2	2.9	0.2
AFFILIATION:													
Chain	4.8	5.7	1.8	3.1	-2.0	7.8	2.7	3.7	-	6.3	1.8	2.5	0.1
Independent	4.0	5.0	1.4	2.1	-0.4	7.1	3.0	4.0	1.2	7.8	1.9	2.5	0.9
LOCATION:													
Center City	5.2	6.0	2.8	4.0	-0.4	6.3	3.2	4.0	0.7	4.6	2.8	2.3	0.9
Suburban	4.9	6.3	0.7	2.7	-4.5	8.5	1.2	2.6	-1.5	5.6	-	1.1	-2.4
Airport	3.4	4.6	-0.1	1.8	-5.0	8.3	1.0	2.2	-1.8	6.9	-3.2	2.5	-3.2
Highway	2.3	2.7	0.2	2.7	-6.5	6.0	2.2	2.7	0.2	6.9	2.3	3.9	0.5
Resort	4.9	6.2	1.4	1.6	0.9	9.2	3.8	5.0	0.7	9.0	1.8	3.2	1.0
SIZE:													
Under 150 Rooms	3.0	3.5	-0.1	0.8	-3.0	6.9	2.8	3.3	2.0	7.9	-1.7	5.2	1.8
150 - 299 Rooms	2.0	3.8	-2.0	-0.8	-4.9	0.4	0.3	2.1	-2.8	-	-1.2	1.1	-4.0
300 - 600 Rooms	6.9	7.8	3.6	5.0	-0.3	13.8	2.9	3.8	-	10.5	1.0	0.4	-1.4
Over 600 Rooms	5.0	5.8	2.8	3.7	-	6.6	3.9	4.8	2.0	5.7	4.2	4.1	3.7
TYPE:													
Hotel	4.6	5.7	1.8	2.8	-1.1	8.4	2.7	3.7	0.3	7.0	1.6	2.2	0.1
Motor Hotel	2.6	3.3	0.4	2.5	-5.2	0.9	1.7	2.4	-0.4	0.6	1.6	2.5	0.5
Economy	4.8	4.9	0.4	0.8	0.3	3.8	4.2	4.3	-0.1	4.1	7.8	9.2	12.9
All Suites	11.0	12.9	4.0	5.2	1.0	12.8	2.7	4.4	-3.7	6.4	-2.4	0.1	-4.6

- No Change

TWELVE MONTH TREND REPORT - AS OF FEBRUARY 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	4.6	5.6	1.7	7.6	65.6	0.8	61.8	2.3	$ 68.56	3.7	$104.39	2.7
CENSUS REGION:												
Northeast	6.0	6.2	5.0	6.9	74.7	0.3	46.3	6.9	$106.74	5.7	$157.46	5.4
North Central	3.2	4.1	0.8	7.3	61.6	-0.5	42.1	1.7	53.66	4.2	86.76	3.2
South	3.5	4.8	-0.4	8.5	63.6	1.4	76.3	0.9	62.32	2.7	95.73	1.5
West	6.2	7.3	3.4	6.1	67.5	0.4	59.3	3.9	65.75	3.9	98.60	2.8
CENSUS DIVISION:												
New England	6.0	7.3	2.2	14.7	68.1	-	44.8	9.3	$ 83.37	6.2	$137.48	4.9
Middle Atlantic	6.0	6.1	5.8	5.6	76.4	0.4	46.5	6.7	111.92	5.7	161.90	5.6
South Atlantic	4.2	5.5	-0.1	9.8	67.8	1.2	88.8	0.2	66.22	3.6	103.03	2.3
East North Central	5.7	6.5	3.8	6.8	64.1	-	40.8	3.0	55.84	5.7	89.46	4.9
East South Central	5.4	5.1	6.3	6.6	61.7	2.7	35.1	-18.9	47.05	2.6	65.24	3.0
West North Central	-1.0	-0.1	-3.8	8.4	57.9	-1.2	44.0	-0.5	49.96	1.3	82.20	0.4
West South Central	1.6	2.7	-1.4	3.2	56.0	2.2	45.9	6.5	54.19	0.3	80.60	-0.8
Mountain	1.7	1.2	0.9	11.7	59.4	-2.5	48.2	-	49.75	3.1	79.16	3.6
Pacific	7.2	8.6	4.0	4.4	70.2	1.3	57.0	4.6	70.27	3.6	104.09	2.2
AFFILIATION:												
Chain	4.8	5.7	1.8	7.8	66.0	1.1	59.6	2.8	$ 66.32	3.7	$ 98.36	2.7
Independent	4.0	5.0	1.4	7.1	64.2	-0.2	71.5	0.8	79.34	4.0	133.31	3.0
LOCATION:												
Center City	5.2	6.0	2.8	6.3	66.3	2.2	48.9	4.0	$ 85.95	4.0	$131.39	3.2
Suburban	4.9	6.3	0.7	8.5	62.8	0.5	51.4	3.2	56.62	2.6	81.98	1.2
Airport	3.4	4.6	-0.1	8.3	67.1	1.2	34.9	6.4	56.16	2.2	84.61	1.0
Highway	2.3	2.7	0.2	6.0	63.7	-1.2	78.0	2.8	42.98	2.7	57.21	2.2
Resort	4.9	6.2	1.4	9.2	68.3	0.4	102.4	0.3	80.92	5.0	134.72	3.8
SIZE:										-		
Under 150 Rooms	3.0	3.5	-0.1	6.9	62.7	-1.1	65.9	2.6	$ 46.46	3.3	$ 58.90	2.8
150 - 299 Rooms	2.0	3.6	-2.0	0.4	63.1	0.5	55.9	3.7	57.71	2.1	87.02	0.3
300 - 600 Rooms	6.9	7.8	3.6	13.8	65.3	2.4	61.8	1.0	74.46	3.8	120.12	2.9
Over 600 Rooms	5.0	5.8	2.8	6.6	72.3	1.1	65.5	2.7	92.62	4.8	143.90	3.9
TYPE:												
Hotel	4.6	5.7	1.8	8.4	67.2	1.4	54.8	1.5	$ 82.78	3.7	$132.81	2.7
Motor Hotel	2.6	3.3	0.4	0.9	62.8	-0.3	67.8	3.4	45.29	2.4	61.14	1.7
Economy	4.8	4.9	0.4	3.8	62.8	-1.6	80.0	0.8	35.05	4.3	37.16	4.2
All Suites	11.0	12.9	4.0	12.8	68.8	5.0	118.5	3.1	79.16	4.4	107.41	2.7

- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF FEBRUARY 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 40.09	$ 40.04	$ 11.15	$ 10.75	0.32	0.32	0.22	0.22	47.4	47.5	$ 7.32	$ 7.16	-0.7
CENSUS REGION:													
Northeast	$ 46.30	$ 44.27	$ 14.84	$ 14.03	0.29	0.29	0.20	0.20	52.1	51.6	$ 10.67	$ 10.19	1.1
North Central	37.31	37.18	8.65	8.48	0.33	0.33	0.22	0.22	43.9	43.6	5.12	5.07	-1.0
South	36.72	37.61	10.63	10.40	0.33	0.33	0.22	0.22	45.9	46.3	6.87	6.84	-1.1
West	44.67	44.12	11.07	10.57	0.33	0.33	0.22	0.22	48.0	48.3	6.89	6.68	-0.8
CENSUS DIVISION:													
New England	$ 56.09	$ 55.20	$ 12.70	$ 12.53	0.33	0.33	0.23	0.23	48.3	46.8	$ 8.39	$ 8.25	2.9
Middle Atlantic	44.31	42.06	15.45	14.45	0.28	0.28	0.20	0.20	53.1	52.8	11.31	10.73	0.5
South Atlantic	38.87	39.51	11.22	10.90	0.33	0.33	0.22	0.23	44.9	45.0	7.05	6.91	-2.0
East North Central	37.86	37.17	8.46	8.21	0.33	0.34	0.22	0.23	44.5	43.7	5.24	5.10	0.8
East South Central	20.06	19.28	7.42	6.70	0.35	0.36	0.25	0.26	41.8	56.2	4.09	5.35	0.5
West North Central	36.45	37.20	8.90	8.81	0.32	0.31	0.21	0.21	43.0	43.4	4.96	5.04	-3.2
West South Central	32.31	33.82	9.39	9.35	0.32	0.33	0.21	0.22	49.0	49.8	6.55	6.73	0.9
Mountain	39.92	39.61	9.64	9.21	0.37	0.38	0.21	0.22	48.1	49.2	5.93	6.00	-3.2
Pacific	45.95	45.37	11.35	10.85	0.32	0.32	0.22	0.22	47.9	48.0	7.22	6.91	-0.3
AFFILIATION:													
Chain	$ 35.78	$ 35.79	$ 10.67	$ 10.27	0.31	0.32	0.21	0.21	47.5	47.4	$ 7.07	$ 6.89	-0.1
Independent	62.10	61.35	12.98	12.56	0.33	0.34	0.23	0.23	47.3	47.6	8.37	8.22	-2.9
LOCATION:													
Center City	$ 43.15	$ 42.83	$ 12.93	$ 12.37	0.30	0.30	0.21	0.21	51.4	51.4	$ 9.16	$ 8.88	-0.3
Suburban	34.29	34.82	8.73	8.45	0.34	0.35	0.23	0.23	46.2	46.6	5.51	5.51	0.1
Airport	31.89	32.48	9.36	9.00	0.32	0.33	0.21	0.21	44.1	44.7	5.50	5.51	-1.6
Highway	25.71	25.67	7.99	7.74	0.35	0.35	0.24	0.24	40.6	40.7	4.07	4.10	-
Resort	51.81	51.43	11.99	11.73	0.33	0.34	0.21	0.22	43.5	43.2	7.10	6.92	-1.5
SIZE:													
Under 150 Rooms	$ 40.48	$ 39.68	$ 8.49	$ 8.30	0.37	0.36	0.26	0.27	44.7	44.8	$ 4.90	$ 4.90	-1.6
150 - 299 Rooms	33.79	34.76	9.29	9.27	0.34	0.35	0.23	0.24	46.6	46.9	6.05	6.16	-1.9
300 - 600 Rooms	41.28	41.28	11.43	11.00	0.32	0.32	0.22	0.22	46.3	46.7	7.21	7.08	1.2
Over 600 Rooms	44.56	43.68	13.28	12.53	0.30	0.30	0.19	0.19	49.5	48.9	9.25	8.75	-1.8
TYPE:													
Hotel	$ 44.98	$ 44.86	$ 11.92	$ 11.46	0.31	0.32	0.21	0.21	48.4	48.4	$ 7.97	$ 7.75	-1.1
Motor Hotel	23.89	23.99	7.15	6.97	0.35	0.36	0.24	0.23	41.5	41.5	3.97	4.00	0.6
Economy	14.64	14.65	*	*	*	*	*	*	*	*	*	*	*
All Suites	45.55	47.29	13.75	13.55	0.34	0.34	0.25	0.26	45.0	45.9	8.86	8.87	2.7

* Insufficient Response